

## Message Text

UNCLASSIFIED

PAGE 01 KABUL 01299 230409Z  
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W  
-----230410 006349 /64

R 221010Z FEB 77  
FM AMEMBASSY KABUL  
TO USDOC WASHDC  
SECSTATE WASHDC 1516

UNCLAS KABUL 1299

E.O. 11652: N/A  
TAGS: BTIO, AF  
SUBJECT: TRADE OPPORTUNITY: EQUIPMENT FOR MINISTRY OF PUBLIC  
WORKS

REF: KABUL 314

1. AFGHAN MINISTRY OF PUBLIC WORKS INFORMS EMBASSY THAT THEY  
ARE PREPARED TO SIGN A CONTRACT FOR EQUIPMENT WITH THE TWO  
AMERICAN COMPANIES NAMED REFTEL. HOWEVER, THEY STILL REQUIRE  
NEW QUOTES FROM THE COMPANIES ADDRESSING THOSE POINTS LISTED  
IN THE REFTEL, AFGHAN YEAR ENDS MARCH 21 AND IT IS NECESSARY  
THAT FUNDS FOR THIS EQUIPMENT BE OBLIGATED BY THEN, SO THEY  
REQUEST A PROMPT RESPONSE FROM THE COMPANIES.

2. THE AFGHANS PROPOSE OPENING A 70 OR 80 PERCENT LETTER OF  
CREDIT FOR PAYMENT, THE REMAINDER BEING HELD UNTIL ARRIVAL OF  
THE EQUIPMENT IN LIEU OF A PERFORMANCE BOND. THEY WOULD ALSO  
LIKE TO MAKE THE ORDER IN THE FORM OF A CONTRACT SIGNED BY AN  
AUTHORIZED REPRESENTATIVE OF THE COMPANY.

3. REQUEST USDOC TO INFORM THE COMPANIES OF THE FOREGOING.

4. COMMENT: THESE ARE SMALL ORDERS TOTALLING \$50 TO \$60  
THOUSAND, BUT THE AFGHANS HAVE INTRODUCED SEVERAL  
COMPLICATIONS WHICH MAY NOT APPEAL TO THE AMERICAN COMPANIES.  
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HOWEVER, WE WOULD APPRECIATE A RESPONSE FROM THE COMPANIES.  
THE EMBASSY WOULD BE PLEASED TO PASS ANY COMMUNICATIONS TO  
THE MINISTRY OF PUBLIC WORKS.  
ELIOT

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
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**Enclosure:** n/a  
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**Review Markings:**  
Margaret P. Grafeld  
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